A Navy Business Initiative

Brian Womble
Deputy for Open Architecture
DASN RDT&E

Brian.womble@navy.mil

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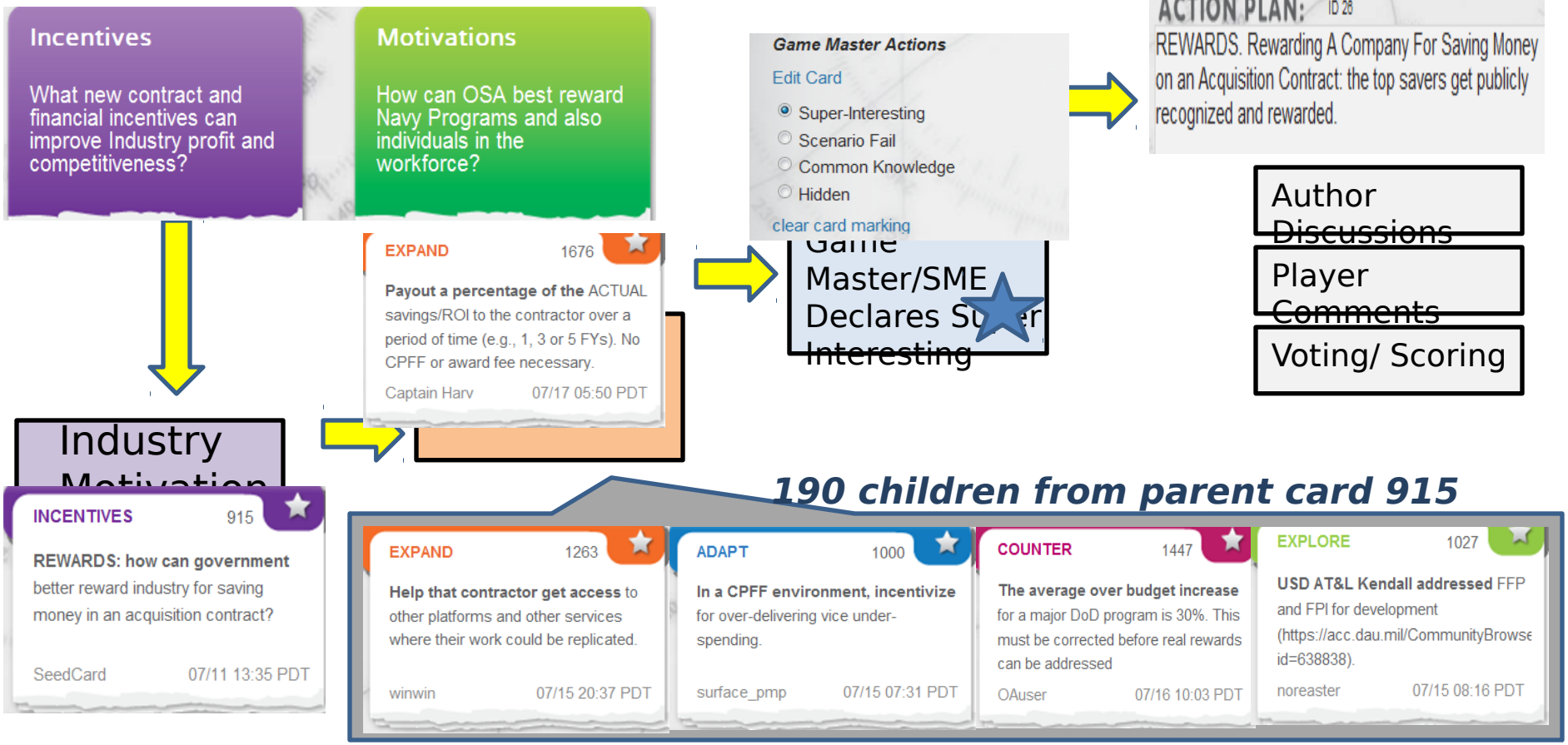
BII Game Actual Example


Incentives
What new contract and financial incentives can improve Industry profit and competitiveness?
Motivations
How can OSA best reward Navy Programs and also individuals in the workforce?
Game Master Actions
Edit Card
Super-Interesting
Scenario Fail
Common Knowledge
Hidden
clear card marking
ACTION PLAN: ID 28
REWARDS. Rewarding A Company For Saving Money on an Acquisition Contract: the top savers get publicly recognized and rewarded.
Author Discussions
Player Comments
Voting/ Scoring
EXPAND 1676
Payout a percentage of the ACTUAL savings/ROI to the contractor over a period of time (e.g., 1, 3 or 5 FYs). No CPFF or award fee necessary.
Captain Harv 07/17 05:50 PDT
Master/SME Declares Super Interesting
Industry
INCENTIVES 915
REWARDS: how can government better reward industry for saving money in an acquisition contract?
SeedCard 07/11 13:35 PDT
190 children from parent card 915
EXPAND 1263
Help that contractor get access to other platforms and other services where their work could be replicated.
winwin 07/15 20:37 PDT
ADAPT 1000
In a CPFF environment, incentivize for over-delivering vice under-spending.
surface_pmp 07/15 07:31 PDT
COUNTER 1447
The average over budget increase for a major DoD program is 30%. This must be corrected before real rewards can be addressed
OAuser 07/16 10:03 PDT
EXPLORE 1027
USD AT&L Kendall addressed FFP and FPI for development (https://acc.dau.mil/CommunityBrowse id=638838).
noreaster 07/15 08:16 PDT

Idea Cards Created Basis for Action Plans

REWARDS:

- *Provide a bonus to Navy program team members who save money.*
- *Train Navy's procurement workforce to better understand what motivates industry*
- *Reward a company for saving money… the top savers get publicly recognized and rewarded.*

PROFITABILITY:

- *Increase the benefit (fee) to the contractor if the actual cost is less than the targeted cost*

IP RIGHTS:

- *Create a marketplace for SBIR developed apps and applications*
- *Government pays for the idea then residuals can be paid out (like using someone's patent royalties…)*

CONTRACTING:

- *Streamline the contracting process using phased RFPs under an omnibus contract.*
- *Break acquisition into smaller elements; hold Navy accountable as "lead" integrator*

LIFE CYCLE COST:

- *Require a sustainment plan at Milestone B and every Gate 6 review as (Go/ No Go)*

TESTING & CERT:

- *Reduce certification cost through automated testing for "I"V&V. Provide visibility to spur innovation*
- *Use automated test tools and practices to reduce the human effort and increase the coverage of testing*

GENERAL:

- *Streamline the acquisition process to use more common components from across the Naval portfolio*
- *Develop an Agile Prototype strategy that pays for intellectual performance*
- *Reforming RFPs to allow more freedom in proposal; creating multi-vendor contracting vehicle with an environment to collaborate and get to contract tasks*

BII Game Actic

ACTION PLAN: ID 26

REWARDS. Rewarding A Company For Saving Money on an Acquisition Contract: the top savers get publicly recognized and rewarded.

The plan | TALK IT OVER | IMAGES

Authors, this is your workspace.

Describe your action plan here. Talk it over with your fellow authors in real-time or asynchronous chat. Add images, videos, or map annotations. Remember this is a team effort! So work with your teammates to come up with the best possible plan.

Need more information? Check our help page.

The 5 Basic Steps:

1. Start by entering a headline that captures the big idea.
2. Describe the basic plan in the What Is It? box.
3. Make a list of the resources you need in the What Will It Take? box.
4. Outline the steps to succeed in the How Will It Work box. *Hint: Use your card chain as a starting place.*
5. Sum up the impact in the last box, How Will Change the Situation?

Who is involved?

Top level service leadership and specific P

What is it?

Every PM is able to sub one "To recognition of being elected as initiatives. Each service then approach at the national ev

What will it take?

Primary participation is fro perceived value as well on percent saved, to once, during the y gs was implem

How will it work

The award is pur blic Relations (PR), however travel expense and the banquet itself should be expenses that are covered. The goal is to allow ective public image improvement for both the Government and industry partners of all sizes and types to receive tangible rec ition for cost-saving innovations.

How will it change the situation?

It will provide a clear competition and "bragging rights" that can be used for shareholder reports (public traded companies), future proposals, and general PR. It will also demonstrate top-level Government support for cost-saving initiatives.

What is it?

- PM submits 1 "Top Saver" per

What will it take?

- PM office that manages the

How will it work?

- Public Relations focus

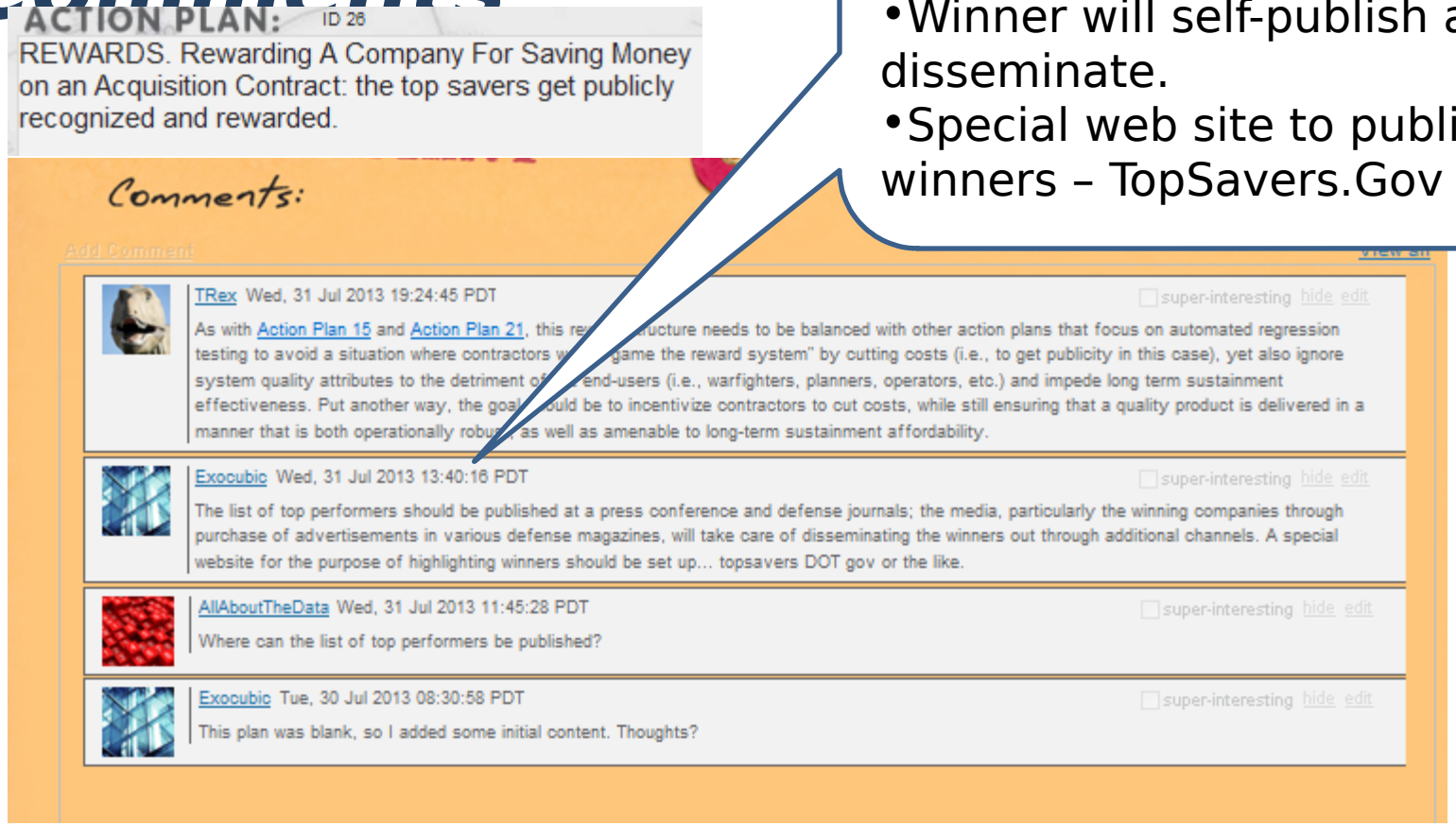
How will it change the situation?

- Bragging Rights for shareholder reports.
- Demonstrates top-level Government support for cost-saving.

BII Game Action P
Comments

Exocubic

- Publish winners at a press conference and defense journals.
- Winner will self-publish and disseminate.
- Special web site to publish winners – TopSavers.Gov


ACTION PLAN: ID 26
REWARDS. Rewarding A Company For Saving Money on an Acquisition Contract: the top savers get publicly recognized and rewarded.
Comments:
Add Comment
View all
TRex Wed, 31 Jul 2013 19:24:45 PDT
super-interesting hide edit
As with Action Plan 15 and Action Plan 21, this re ructure needs to be balanced with other action plans that focus on automated regression testing to avoid a situation where contractors w game the reward system" by cutting costs (i.e., to get publicity in this case), yet also ignore system quality attributes to the detriment o end-users (i.e., warfighters, planners, operators, etc.) and impede long term sustainment effectiveness. Put another way, the goa uld be to incentivize contractors to cut costs, while still ensuring that a quality product is delivered in a manner that is both operationally robu as well as amenable to long-term sustainment affordability.
Exocubic Wed, 31 Jul 2013 13:40:16 PDT
super-interesting hide edit
The list of top performers should be published at a press conference and defense journals; the media, particularly the winning companies through purchase of advertisements in various defense magazines, will take care of disseminating the winners out through additional channels. A special website for the purpose of highlighting winners should be set up... topsavers DOT gov or the like.
AllAboutTheData Wed, 31 Jul 2013 11:45:28 PDT
super-interesting hide edit
Where can the list of top performers be published?
Exocubic Tue, 30 Jul 2013 08:30:58 PDT
super-interesting hide edit
This plan was blank, so I added some initial content. Thoughts?

BII Game Action Plan Voting/ Scoring

Scoring Thresholds:

1) ***Needs Work***
2) ***Worthy Of Developme***
3) ***Implement Now!***

No Negative Voting

15	REWARDS. Provide a bonus to Navy program team members who save money.	2.1
16	REWARDS. Train Navy's procurement workforce to better understand how contractor companies & industry partners operate, thus understanding what incentives motivate them.	2.3
17	GENERAL. Develop an Agile Prototype Strategy that pays for intellectual performance.	2.1
18	IP RIGHTS. Create a Marketplace for SBIR-Developed Apps and Applications.	2.2
19	GENERAL. Break acquisitions into smaller elements. Hold Navy accountable as lead integrator. Structure contracts around natural system boundaries.	2.1
20	GENERAL. Reforming RFPs To Allow More Freedom In Proposal; creating a multi-vendor contracting vehicle with an environment to collaborate and get to contract tasks directly.	2.3
21	PROFITABILITY. Increase the benefit (fee) to the contractor if the actual cost is less than the targeted cost.	1.9
22	TESTING. Use automated test tools and practices to reduce the human effort and increase the coverage of testing.	2.6
23	FREEPLAY. Maintenance Free Operating Period Requirements To Reduce Life-Cycle Support Infrastructure.	2.2
24	CONTRACTING. Streamline the Contracting Process Using Phased RFPs Under An Omnibus Contract. What Are All The Benefits?	2.3
25	IP RIGHTS. Government Pays for the idea, then residuals can be paid out like using someone's patent or royalties for most played songs. This is fundamental license shift.	1.8
26	REWARDS. Rewarding A Company For Saving Money on an Acquisition Contract: the top savers get publicly recognized and rewarded.	2.1
27	TESTING. Reduce Certification Cost by requiring automated test plans be part of an "I"V&V process to provide visibility across Government for innovation.	2.2
28	LIFE-CYCLE COST. Require a sustainment plan at Milestone B and every Gate 6 (ACAT or not designated) as Go/NoGo criteria.	2.2
29	GENERAL. Streamlining the Acquisition Process: what if we used more common components from across the Naval portfolio? Then we could use common items that are already under contract.	2.4